

Training for the Merchant Card Industry

- ◆ Complete Merchant Card Sales Training
 - ◆ Product Knowledge
 - ◆ Proven Unique Sales Techniques
 - ◆ Self Study Manuals
- ◆ Beginners Courses
- ◆ Advanced Courses
- ◆ Industry Specific Courses
 - ◆ Retail
 - ◆ Restaurant
 - ◆ Supermarket
 - ◆ Hotel/Motel
 - ◆ Auto Rental
 - ◆ MO/TO/Internet
 - ◆ Business to Business
- ◆ Sales Management Training
 - ◆ How to Build and Maintain a Successful Sales Team
 - ◆ Recruiting the Best
 - ◆ Training Them
 - ◆ Empowering them to Perform at their Highest Level

Trainer/Facilitator : LINCOLN S. KOKARAM, Industry Specialist.

- ◆ A successful Merchant Card Sales **REPRESENTATIVE**
Four (4) years with **Harbridge Merchant Services and CES (a Top Ten performer).**
- ◆ A successful Merchant Card Sales **MANAGER**
Built four (4) High Performing Sales Teams; three (3) with CES, First Data Merchant Services (Banc One and Wells Fargo Alliances) and one (1) with Heartland Payment Services.
- ◆ A successful Merchant Card Sales **TRAINER**
Director of Training and Development for Heartland Payment Services from May 1999 - May 2001.

A total of 15 years experience in the merchant card business.

You get the benefit of Lincoln's personal field experience from every level of the business. Anyone who has ever worked with him will tell you that he has a heart and passion for Training. He is a gifted and skilled trainer, a past school teacher and Director of Training for Junior Chamber International and Heartland Payment Systems. He has the rare gift of getting participants to take ownership of the content which reinforces the learning process, making it easier to apply the lessons learnt to the job.

Training is a process, not an event. ' Practice makes Permanent!

SEVERAL RELIABLE REFERENCES AVAILABLE UPON REQUEST

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